

Monthly Report

March 1, 2021 - March 31, 2021







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Medical Marijuana Facility Licensing

1. Product Sales

Sales by Product Type					
March 1 - March 31					
Product Type	Pounds Sold	Fluid Ounces Sold	Total Sales		
Flower	6,524.00		\$22,800,116.87		
Shake/Trim	607.17		\$1,560,270.21		
Concentrate	331.82		\$4,470,373.70		
Vape Cartridge	1,044.16		\$13,216,177.23		
Kief	4.39		\$31,655.72		
Infused-Edible	41,906.50		\$5,509,579.68		
Infused Non-Edible Solid	766.38		\$279,524.46		
Infused Liquid		8,951.36	\$317,821.19		
Infused Non-Edible Liquid		1,059.46	\$19,161.55		
February Total 51,184.42 10,010.82 \$48,204,680.61					

Additional Sales Information		
March 1 - March 31		
Category Amount		
Sales To Date (Mar. 28)	\$910,482,470.87	
Sales Deliveries	\$2,062,643.63	
Average Retail Flower Price (oz.)	\$217.49	

2. Plants

Plants		
Active Plants		
As of March 31, 2021		
Plant State Number		
Immature	85,188	
Vegetative	94,525	
Flowering	103,277	

Destroyed & Harvested Plants		
March 1 – March 31		
Plant State Number		
Immature - Destroyed	34,627	
Vegetative - Destroyed	15,429	
Flowering - Destroyed	2,710	
Plants Harvested	43,943	

3. Packages and Inventory

Packages			
As of March 31, 2021			
Package State Number			
Active	355,388		
On Hold	2,105		
In Transit	4,011		
March 1 – March 31			
Package State	Number		
Finished	23,025		

Inventory			
As of March 31, 2021			
Category	Amount (lbs.)		
Flower at Growers (Test Passed)	10,731.00		
Flower at Provisioning Centers	29,441.94		
Flower at Processors	15,381.19		
Fresh Frozen Flower at Processors	6,216.47		
Concentrates at Processors	15,455.90		
Infused Solids at Processors	129,961.90		
Infused Liquids at Processors (Fl. Oz.)	581,755.10		

4. Transfers

Products Shipped			
March 1 - March 31			
License Type Pounds Shipped Fluid Ounces Shipped			
Grower Class A	1,952.76	0	
Grower Class B	423.00	0	
Grower Class C	29,911.89	803.41	
Processor	57,755.56	11,272.41	
Provisioning Center	1,140.42	172.85	
Safety Compliance Facility	2.97	0	
Secure Transporter	73,796.43	10,224.35	

Transfers		
March 1 – March 31		
Transfer Type	Number	
Completed	7,189	
Voided	139	

5. <u>Initial Applications</u>

Initial Applications				
March 1 - March 31				
License Type	Received	Approved	Denied	
Prequalification	57	55	0	
Grower Class A	8	3	0	
Grower Class B	2	3	0	
Grower Class C	19	13	0	
Processor	7	4	0	
Provisioning Center	23	13	0	
Safety Compliance Facility	1	0	0	
Secure Transporter	0	0	0	
Total	117	91	0	

6. Renewal Applications

Renewal Applications					
March 1 - March 31					
License Type Received Approved Denied					
Grower Class A	4	3	0		
Grower Class B	1	0	0		
Grower Class C	14	14	0		
Processor	5	3	0		
Provisioning Center	20	23	0		
Safety Compliance Facility	2	2	0		
Secure Transporter	0	3	0		
Total	46	48	0		

7. Application Processing Time

Application Processing Time (Calendar Days)						
March 1 - March 31						
License Type	License Type Initial Applications Renewal Applications					
Prequalification	90.25	45.67				
Grower Class A	148.33					
Grower Class B	189.33	52.00				
Grower Class C	172.38	54.33				
Processor	88.75	47.96				
Provisioning Center	70.00	48.67				
Safety Compliance Facility		45.00				
Secure Transporter		45.67				
February Step 2 Average 125.53						
February Total Average	104.21	49.31				

8. Actions Taken by the MRA

Disciplinary Actions Taken by the MRA					
March 1 - March 31					
License Type	Warning	Formal Complaint	Final Order		
Grower Class A	1	1	1		
Grower Class B	0	0	0		
Grower Class C	0	2	0		
Processor	0	2	2		
Provisioning Center	1	2	2		
Safety Compliance Facility	0	1	0		
Secure Transporter	0	0	0		

9. Complaints and Investigations

Complaints and Investigations		
March 1 - March 31		
Enforcement & Legal Data	Amount	
Number of Complains Received*	138	
Number of Investigations Opened*	111	
Number of Investigations Closed*	104	
Average Time to Complete an Investigation* (Calendar Days)	29	
Number of Enforcement Actions Taken*	37	
* Includes both MMFL and AU data		

10. Number of Administrative Hearing Adjudications

Number of administrative hearing adjudications pertaining to each regulated activity.

Provided are all final orders for denials.

Approximate Amounts: 3

Number of administrative hearings pertaining to each regulated activity.

Provided are all the hearings that have been involved with the MRA, e.g., denials, lawsuits, etc.

Approximate Amounts:

Denials: 2 Litigation: 1

Circuit Court Appeals: 0

11. Revenue and Expenses

	Application Fees	
	March 1 - March 31	
	Amount	
February	\$342,673.29	

	Regulatory Assessment Fees							
	March 1 - March 31							
	Grower Class A	Grower Class B	Grower Class C	Processor	Provisioning Center	Safety Compliance Facility	Secure Transporter	Total
February	\$21,000	\$42,000	\$259,365	\$78,362	\$171,813	\$0	\$0	\$572,540

	Renewal							
	March 1 - March 31							
	Grower Class A	Grower Class B	Grower Class C	Processor	Provisioning Center	Safety Compliance Facility	Secure Transporter	Total
February	\$25,667	\$9,333	\$315,000	\$84,000	\$271,250	\$0	\$0	\$705,250

	Total Licensing Revenue Collected		
	March 1 - March 31		
	Amount		
February	\$1,620,463.29		

	Expenses
	March 1 - March 31
	Amount
State Employee Wages	\$324,453.21
State Employee Benefits	\$238,301.65
Materials and Equipment	\$7,072.06
Other Contracts	(\$1,121.93)
All Other Costs	\$120,022.93
February Total	\$688,727.92

12. Municipalities Opting In to the MMFLA

Municipalities		
As of March 31, 2021		
Opting In		
154		

Adult-Use Establishment Licensing

1. Product Sales

Sales by Product Type					
March 1 - March 31					
Product Type	Pounds Sold	Fluid Ounces Sold	Total Sales		
Flower	12,438.76		\$50,731,470.01		
Shake/Trim	1,561.69		\$5,457,426.92		
Concentrate	377.44		\$7,540,489.13		
Vape Cartridge	828.74		\$17,984,162.48		
Kief	8.08		\$82,014.68		
Infused-Edible	74,806.85		\$14,678,176.35		
Infused Non-Edible Solid	311.19		\$301,199.00		
Infused Liquid		16,681.45	\$514,620.18		
Infused Non-Edible Liquid		2,017.66	\$301,199.00		
February Total	90,332.75	18,699.11	\$97,590,757.75		

Additional Sales Information			
March 1 - March 31			
Category Amount			
Sales To Date (Mar. 28)	\$755,854,329.24		
Sales Deliveries \$3,592,258.82			
Average Retail Flower Price (oz.)	\$254.91		

2. Plants

Plants			
Active Plants			
As of March 31, 2021			
Plant State	Number		
Immature	88,729		
Vegetative	87,079		
Flowering 144,922			

Destroyed & Harvested Plants			
March 1 – March 31			
Plant State Number			
Immature - Destroyed	17,141		
Vegetative - Destroyed 7,599			
Flowering - Destroyed 1,206			
Plants Harvested 61,505			

3. Packages and Inventory

Packages			
As of March 31, 2021			
Package State Number			
Active	318,003		
On Hold	324		
In Transit 5,343			
March 1 – March 31			
Package State Number			
Finished	69,152		

Inventory			
As of March 31, 2021			
Category Amount (lbs.)			
Flower at Growers (Test Passed)	17,813.80		
Flower at Retailers	23,530.20		
Flower at Processors	19,923.50		
Fresh Frozen Flower at Processors	7,671.99		
Concentrates at Processors	7,753.40		
Infused Solids at Processors	151,559.40		
Infused Liquids at Processors (Fl. Oz.)	69,247.83		

4. <u>Transfers</u>

Shipped Products			
March 1 - March 31			
License Type Shipped Pounds Fluid Ounces Shipped			
Class B Marijuana Grower	1,354.42	0	
Class C Marijuana Grower	38,334.65	1,472.92	
Excess Grower	5,671.99	0	
Microbusiness	.90	0	
Processor	107,060.91	21,077.98	
Retailer	1,502.28	473.85	
Safety Compliance Facility	.31	0	
Secure Transporter	136,769.93	20,756.71	

Transfers		
March 1 – March 31		
Transfer Type Number		
Completed	10,407	
Voided 157		

5. <u>Initial Applications</u>

	Initial Applications		
	Ma	arch 1 - March 3	1
	Applications Received	Licenses Issued	Licenses Denied
Prequalification	199	79	0
Class A Marijuana Grower	2	1	0
Class B Marijuana Grower	6	3	0
Class C Marijuana Grower	17	8	0
Designated Consumption Establishment	0	0	0
Marijuana Event Organizer	1	0	0
Excess Grower	4	3	0
Microbusiness	1	0	0
Processor	4	4	0
Retailer	28	17	0
Safety Compliance Facility	0	0	0
Secure Transporter	2	2	0
Temporary Marijuana Event	1	0	0
Social Equity Class A Marijuana Grower	0	0	0
Social Equity Class B Marijuana Grower	3	1	0
Social Equity Class C Marijuana Grower	0	0	0
Social Equity Designated Consumption Establishment	0	0	0
Social Equity Marijuana Event Organizer	0	0	0
Social Equity Excess Grower	0	0	0
Social Equity Microbusiness	1	0	0
Social Equity Processor	0	0	0
Social Equity Retailer	3	0	0
Social Equity Safety Compliance Facility	0	0	0
Social Equity Secure Transporter	0	0	0
Social Equity Marijuana Temporary Event	0	0	0
February Total	272	118	0

6. Renewal Applications

	Renewal Applications		
	Ma	arch 1 - March 3	1
	Applications Received	Licenses Issued	Licenses Denied
Class A Marijuana Grower	0	0	0
Class B Marijuana Grower	0	0	0
Class C Marijuana Grower	10	7	0
Designated Consumption Establishment	0	0	0
Marijuana Event Organizer	2	2	0
Excess Grower	0	0	0
Microbusiness	0	0	0
Processor	5	7	0
Retailer	12	11	0
Safety Compliance Facility	1	1	0
Secure Transporter	3	2	0
Temporary Marijuana Event	0	0	0
Social Equity Class A Marijuana Grower	0	0	0
Social Equity Class B Marijuana Grower	1	0	0
Social Equity Class C Marijuana Grower	0	4	0
Social Equity Designated Consumption Establishment	0	0	0
Social Equity Marijuana Event Organizer	0	1	0
Social Equity Excess Grower	0	0	0
Social Equity Microbusiness	0	0	0
Social Equity Processor	0	1	0
Social Equity Retailer	0	2	0
Social Equity Safety Compliance Facility	0	0	0
Social Equity Secure Transporter	0	0	0
Social Equity Marijuana Temporary Event	0	0	0
February Total	34	38	0

7. Application Processing Time

Application Processing Days (Calendar Days)			
March 1 - March 31			
License Type	Initial Applications	Renewal Applications	
Prequalification	56.01		
Class A Marijuana Grower	22.00		
Class B Marijuana Grower	43.00		
Class C Marijuana Grower	37.13	22.00	
Designated Consumption Establishment			
Marijuana Event Organizer		14.50	
Excess Grower	19.67		
Microbusiness			
Processor	31.25	20.86	
Retailer	30.41	32.09	
Safety Compliance Facility		26.00	
Secure Transporter	34.00	49.50	
Temporary Marijuana Event			
Social Equity Class A Marijuana Grower			
Social Equity Class B Marijuana Grower	40.00		
Social Equity Class C Marijuana Grower		21.25	
Social Equity Designated Consumption Establishment			
Social Equity Marijuana Event Organizer		16.00	
Social Equity Excess Grower			
Social Equity Microbusiness			
Social Equity Processor		4.00	
Social Equity Retailer		14.50	
Social Equity Safety Compliance Facility			
Social Equity Secure Transporter			
Social Equity Temporary Marijuana Event			
February Step 2 Average	32.23		
February Total Average	47.95	24.76	

8. Actions Taken by the MRA

Disciplinary Actions Taken by the MRA				
March 1 - March 31				
License Type Warning Formal Complaint Final Ord				
Class A Marijuana Grower	0	0	0	
Class B Marijuana Grower	0	0	0	
Class C Marijuana Grower	0	0	0	
Designated Consumption Establishment	0	0	0	
Marijuana Event Organizer	0	0	0	
Excess Grower	0	0	0	
Microbusiness	0	0	0	
Processor	0	0	1	
Retailer	1	2	0	
Safety Compliance Facility	0	0	0	
Secure Transporter	0	0	0	
Temporary Marijuana Event	0	0	0	

9. Applications not Processed within Established Time Requirements

Applications Not Timely Processed		
March 1 - March 31		
Initial Renewal		
0% 0%		

10. Complaints and Investigations

Complaints and Investigations		
March 1 - March 31		
Enforcement & Legal Data	Amount	
Number of Complains Received*	138	
Number of Investigations Opened*	11	
Number of Investigations Closed*	104	
Average Time to Complete an Investigation* (Calendar Days)	29	
Number of Enforcement Actions Taken*	37	
* Includes both MMFL and AU data		

11. Number of Administrative Hearing Adjudications

Number of administrative hearing adjudications pertaining to each regulated activity. Provided are all final orders for denials.

Approximate Amounts: 3

Number of administrative hearings pertaining to each regulated activity.

"Regulated activity" means the particular activities, entities, facilities, and industries regulated by the agencies. Provided are all the hearings that have been involved with the MRA, e.g., denials, lawsuits, etc.

Approximate Amounts:

Denials: 2 Litigation: 1

Circuit Court Appeals: 0

12. Revenue and Expenses

	Application Fees		
	March 1 - March 31		
	Prequalification Social Equity Prequalification Total		Total
February	\$720,000	\$320,700	\$1,040,700

		Regulatory Assessment Fees						
				Marc	h 1 - March 31			
	Class A Marijuana Grower	Class B Marijuana Grower	Class C Marijuana Grower	Designated Consumption Establishment	Marijuana Event Organizer	Excess Grower	Microbusiness	Processor
February	\$4,000	\$24,000	\$328,000	\$0	\$0	\$113,097	\$0	\$140,273
	Retailer	Safety Compliance Facility	Secure Transporter	Temporary Marijuana Event	Social Equity Class A Marijuana Grower	Social Equity Class B Marijuana Grower	Social Equity Class C Marijuana Grower	Social Equity Designated Consumption Establishment
February	\$368,423	\$0	\$50,000	\$0	\$0	\$5,200	\$0	\$0
	Social Equity Marijuana Event Organizer	Social Equity Excess Grower	Social Equity Microbusiness	Social Equity Processor	Social Equity Retailer	Social Equity Safety Compliance Facility	Social Equity Secure Transporter	Social Equity Temporary Marijuana Event
February	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Total Regulatory Assessment Fees							
February	\$1,032,993							

		Renewal Fees						
				Marc	h 1 - March 31			
	Class A Marijuana Grower	Class B Marijuana Grower	Class C Marijuana Grower	Designated Consumption Establishment	Marijuana Event Organizer	Excess Grower	Microbusiness	Processor
February	\$0	\$0	\$410,000	\$0	\$2,000	\$0	\$0	\$200,000
	Retailer	Safety Compliance Facility	Secure Transporter	Temporary Marijuana Event	Social Equity Class A Marijuana Grower	Social Equity Class B Marijuana Grower	Social Equity Class C Marijuana Grower	Social Equity Designated Consumption Establishment
February	\$270,000	\$20,000	\$70,000	\$0	\$0	\$4,000	\$0	\$0
	Social Equity Marijuana Event Organizer	Social Equity Excess Grower	Social Equity Microbusiness	Social Equity Processor	Social Equity Retailer	Social Equity Safety Compliance Facility	Social Equity Secure Transporter	Social Equity Temporary Marijuana Event
February	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Total Renewal Fees							
February		\$976,000						

	Total Licensing Revenue Collected	
March 1 - March 31		
	Amount	
February	\$3,049,693	

	Expenses
	March 1 - March 31
	Amount
State Employee Wages	\$216,386.91
State Employee Benefits	\$159,947.57
Materials and Equipment	\$2,202.63
Other Contracts	\$702.24
All Other Costs	\$82,607.45
February Total	\$461,846.80

13. Social Equity Applications

	Social Equity Applications					
	March 1 - March 31					
	Received	Eligible	Ineligible			
February	227	212	6			

14. Social Equity Education & Outreach

	Outreach Sessions
	March 1 - March 31
	Sessions Held
February	1

15. Social Equity Application Assistance Provided

	Application Assistance Provided
	March 1 - March 31
	Number of Times
February	61

16. Municipalities Opting In or Out of MRTMA

Municipalities					
As of March 31, 2021					
Opting In Opting Out					
97 1,402					

Medical Marijuana Registry Program

1. <u>Initial Applications</u>

Initial Applications						
March 1 - March 31						
Received Issued Denied						
10,844 9,904 942						

2. Renewal Applications

Renewal Applications						
March 1 - March 31						
Received Issued Denied						
2,468 2,297 118						

3. Application Processing Time

Initial Applications (Calendar Days)						
March 1 - March 31						
	Approv	als	Denials			
Paper	Online	Combined	Paper	Online	Combined	
4,367	5,537	9,904	801	141	942	

Renewal Applications (Calendar Days)						
March 1 - March 31						
	Approv	als	Denials			
Paper	Online	Combined	Paper	Online	Combined	
996	1,301	2,297	82	36	118	

4. Number of Applications Filed for Registry Identification Cards

	Applications Filed for Registry Identification Cards						
	March 1 - March 31						
	Origin	Original Applications			Renewals	Grand Total	
	Paper	Online	Total	Paper	Online	Total	
February	5,166	5,678	10,844	1,131	1,337	2,468	13,312

5. Number of Qualifying Patients and Primary Caregivers Approved in Each County

	As of March 31, 2021					
County	Patients	Caregivers		County	Patients	Caregivers
Alcona	621	76		Lake	257	52
Alger	619	108		Lapeer	3,557	485
Allegan	5,236	702		Leelanau	715	69
Alpena	726	83		Lenawee	3,274	460
Antrim	1,253	191		Livingston	3,755	440
Arenac	1,176	142		Luce	82	18
Baraga	129	16		Mackinac	191	30
Barry	2,245	295		Macomb	29,353	4,329
Bay	5,294	373		Manistee	411	66
Benzie	1,067	137		Marquette	271	97
Berrien	3,868	637		Mason	433	59
Branch	1,800	305		Mecosta	206	38
Calhoun	2,696	401		Menominee	379	93
Cass	1,597	289		Midland	2,206	233
Charlevoix	347	47		Missaukee	191	34
Cheboygan	656	86		Monroe	4,342	500
Chippewa	501	79		Montcalm	1,721	307
Clare	1,547	262		Montmorency	107	38
Clinton	3,225	382		Muskegon	2,879	368
Crawford	1,047	123		Newaygo	1,620	249
Delta	708	138		Oakland	36,990	4,102
Dickinson	554	121		Oceana	1,273	220
Eaton	3,306	460		Ogemaw	449	45
Emmet	147	37		Ontonagon	116	20
Genesee	9,687	1,378		Osceola	371	90
Gladwin	38	23		Oscoda	205	19
Gogebic	330	75		Otsego	90	32
Grand Traverse	1,136	135		Ottawa	3,169	351
Gratiot	241	50		Out of State	0	9
Hillsdale	1,142	225		Presque Isle	118	28
Houghton	247	45		Roscommon	506	68
Huron	505	37		Saginaw	3,740	406
Ingham	2,277	440		Saint Clair	4,101	538
Ionia	234	54		Saint Joseph	688	134
losco	221	28		Sanilac	822	122
Iron	173	39		Schoolcraft	35	19
Isabella	446	70		Shiawassee	2,637	331
Jackson	4,148	562		Tuscola	3,556	553
Kalamazoo	3,314	433		Van Buren	1,738	301
Kalkaska	309	52		Washtenaw	12,266	1,131
Kent	8,322	826		Wayne	46,638	4,099
Keweenaw	158	28		Wexford	1,205	221
				Total	249,956	30,794

6. Registry Identification Cards Revoked

Registry Identification Cards Revoked			
Month	Revoked		
February	403		

7. Nature of the Debilitating Medical Conditions of the Qualifying Patients.

As of March 31, 2021			
Condition	Percent of Total		
Agitation of Alzheimer's Disease	0.02		
AIDS	0.05		
Amyotrophic Lateral Sclerosis	0.03		
Arthritis	19.85		
Autism	0.34		
Cachexia or Wasting Syndrome	0.25		
Cancer	3.25		
Cerebral Palsy	0.06		
Chronic Pain	61.65		
Colitis	0.43		
Crohn's Disease	0.63		
Glaucoma	1.22		
Hepatitis C	0.51		
HIV Positive	0.35		
Inflammatory Bowel Disease	1.09		
Muscle Spasms	8.81		
Nail Patella	0.00		
Obsessive Compulsive Disorder	1.62		
Parkinson's Disease	0.14		
Post-Traumatic Stress Disorder	7.50		
Rheumatoid Arthritis	1.57		
Seizures	1.58		
Severe and Chronic Pain	44.10		
Severe Nausea	7.26		
Spinal Cord Injury	0.47		
Tourette's Syndrome	0.08		
Ulcerative Colitis	0.29		

8. Number of Physicians Providing Written Certifications for Qualifying Patients

Physicians Providing Written Certifications			
As of March 1, 2021			
Month	Physicians		
February	403		

9. Applications not Processed within Established Time Requirements

Applications not Timely Processed			
March 1 - March 31			
Initial	Renewal		
0.01%	0.00%		

10. Revenue and Expenses

	Revenue Collected
	March 1 - March 31
	Amount
February	\$501,291

	Expenses
	March 1 - March 31
	Amount
State Employee Wages	135,548.10
State Employee Benefits	\$102,258.93
Materials and Equipment	\$8,424.78
Educational Expenses on Behalf of Clients or Students	\$403.84
Other Contracts	\$5,693.09
All Other Costs	\$59,340.39
February Total	\$311,669.13